GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA** *Advantage*!™, a menu-driven database system. The INTERNET address for **GSA** *Advantage*!™ is: GSAAdvantage.gov**.**

Multiple Award Schedule (MAS)

Federal Supply Group: Professional Services **Class:**

Contract Number: 47QRAA21D007N

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: July 09, 2021 – July 08, 2026

Effective as of PO-0001 dated 07092021

Contractor: SPACE EXPLORATION TECHNOLOGIES CORP.
1 Rocket Road
Hawthorne CA 90250-6844

Business Size: Large Business

Telephone: 424-400-1726

Extension: 310-363-6580

FAX Number: 310-363-6001

Web Site: www.spacex.com

E-mail: angela.steever@spacex.com

Contract Administration: Angela Steever, Contracts Director

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CUSTOMER INFORMATION

1a. Table of Awarded Special Item Numbers

Table of Awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s):

SIN	Recovery	SIN Description
541330ENG	541330ENGRC	Engineering Services
OLM	OLMRC	Order Level Materials

1b. Identification of Lowest Priced Model Number and Lowest Unit Price

N/A

1c. Hourly Rates

N/A

2. Maximum Order

$62,000,000.00

3. Minimum Order

$1,000,000.00

4. Geographic Coverage (Delivery Area)

Domestic

5. Point of Production

Same as company address

6. Discount from List Prices or Statement of Net Price

Government net prices (discounts already deducted)

7. Quantity Discounts

None

8. Prompt Payment Terms

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions (Net 30 Days)

9. Foreign Items

None

10a. Time of Delivery

Specified on the Task Order

10b. Expedited Delivery

Contact Contractor

10c. Overnight and 2-Day Delivery

Contact Contractor

10d. Urgent Requirements

Contact Contractor

11. F.O.B Point

Destination

12a. Ordering Address

Same as Contractor

12b. Ordering Procedures

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment Address

Same as company address

14. Warranty Provision

Contractor's standard commercial warranty

15. Export Packing Charges

N/A

16. Terms and Conditions of Rental, Maintenance, and Repair

N/A

17. Terms and Conditions of Installation

N/A

18a. Terms and Conditions of Repair Parts Indicating Date of parts price lists and Any Discounts from List Prices

N/A

18b. Terms and Conditions for Any Other Services

N/A

19. List of Service and Distribution Points

N/A

20. List of Participating Dealers

N/A

21. Preventive Maintenance

N/A

22a. Special Attributes

N/A

22b. Section 508 Compliance Information

N/A

23. Unique Entity Identifier (UEI) Number

120406462

24. Notification Regarding Registration in System for Award Management (SAM) Database

Final Pricing: The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Table 1: SpaceX offers competitive rideshare mission integration services

Awarded SIN	Awarded Services / Tasks	Unit of Issue	GSA Awarded Price (Excl IFF)	GSA Awarded Price (Incl IFF)
541330ENG	Baseline launch service on 15-in. port, up to 200 kg	Task	$1,000,000.00	$1,007,556.68
541330ENG	Baseline launch service on 24-in. port, up to 300 kg	Task	$1,500,000.00	$1,511,335.01
541330ENG	Additional mass above baseline before L-9 months	Kilogram	$5,000.00	$5,037.78
541330ENG	Additional mass above baseline after L-9 months for launches after December 31, 2021	Kilogram	$10,000.00	$10,075.57
541330ENG	Adapter from 15-in. to 24-in. port to 8-in., 11.732-in., 13-in., or 18.25-in. payload interface	Task	$15,000.00	$15,113.35
541330ENG	8-in. separation system	Task	$230,000.00	$231,738.04
541330ENG	11.732-in. separation system	Task	$250,000.00	$251,889.17
541330ENG	15-in. separation system	Task	$280,000.00	$282,115.87
541330ENG	24-in. separation system	Task	$430,000.00	$433,249.37
541330ENG	Support for customer fueling operations	Task	$35,000.00	$35,264.48

SIN	Service	Unit of Issue	Year 1 GSA Price	Year 2 GSA Price	Year 3 GSA Price	Year 4 GSA Price	Year 5 GSA Price
541330ENG	Classified payload handling	Task	$1,511,335.01	$1,556,675.06	$1,603,375.31	$1,651,476.57	$1,701,020.87

Service Contract Labor Standards (SCLS). The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Professional Services Schedule (PSS) Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

SPACEX GSA RIDESHARE SERVICES

Our commercially based GSA rideshare services (Figure 1) support the launch of a broad spectrum of rideshare compatible Space Vehicles (SVs) ranging from cubesats (10kg) through small-to-medium class satellites (500+kg) at altitudes between 100–1,000 km and low to highly inclined Sun-Synchronous Orbits (SSO). The rideshare service is intended to provide a one-stop shop for integration and launch services on a regular and predictable schedule with affordable pricing. In addition to SSO missions, SpaceX currently offers rideshare opportunities on Falcon 9 Starlink launches to mid-latitude inclinations, and can also accommodate other orbital altitudes and inclinations on a case-by-case basis.

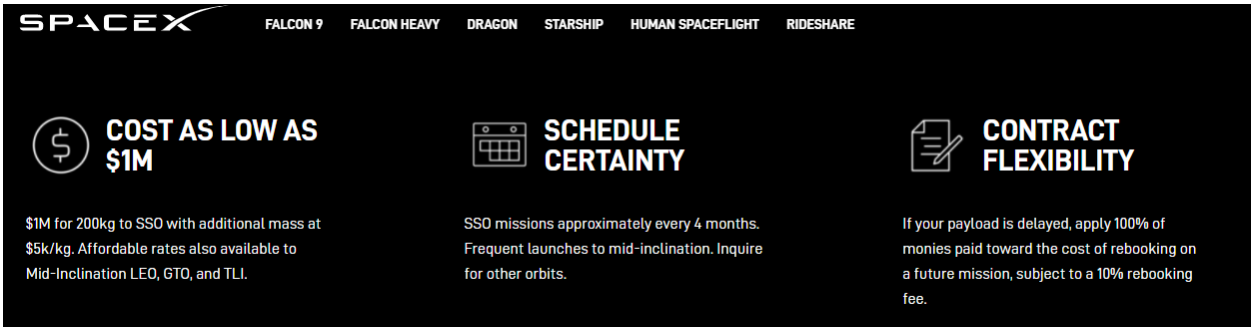

Figure 1: SpaceX's intuitive Rideshare web page provides additional information on our unique service

Recognizing that many customers bring standard (port interfaces, separation systems, etc.) as well as non-standard (fueling operations or classified payload handling, etc.) requirements to the table, we have aggressively worked to accommodate all of these foreseeable requirements, as well as a willingness to support other mission-unique SV requirements you may have.

Our GSA rideshare program is intended to deliver all of the benefits of a commercially procured rideshare service, with the added benefit of lowering the threshold for entry and accommodating the unique requirements of our US Government customers as well. Use the link below to see the commercial details that our GSA offering is based on. We look forward to servicing your launch needs as soon as possible!

Please visit https://www.spacex.com/rideshare/ to learn the latest about our commercial rideshare service. Then, place your order through GSA.

LAUNCH SERVICES OVERVIEW

Overview

SpaceX offers a rideshare launch service (Figure 2) through the General Services Administration's (GSA) Engineering Services (541330ENG) category. Since the company's founding in 2002, SpaceX (DUNS: 120406462, NAICS: 541330) has demonstrated the capability to tackle the most challenging technical problems and deliver unprecedented solutions with a laser focus on quality, safety and customer experience.

After entering the commercial launch market with our Falcon launch vehicles and Dragon spacecraft, SpaceX has continued to transform the space industry by offering highly reliable, cost-efficient services. Our regular, record-setting launch cadence is coupled with the highest standards of customer service, resulting in an average of 16 days between launches from 2018 to present. Our commitment to a customer-centric launch model will continue to evolve with market demand, in large part due to our cutting-edge Rideshare capabilities, and our current contract period extends from July 8, 2021 to July 8, 2041.

SpaceX has completed more than 120 successful Falcon 9 missions to date with a 100% success rate. We offer a mature programmatic and technical solution with demonstrated flight heritage and built-in schedule assurance. With multiple launch sites capable of accommodating customer spacecraft, a human-rated launch vehicle, and a team with extensive experience working with US Government customers, SpaceX offers an unparalleled launch service.

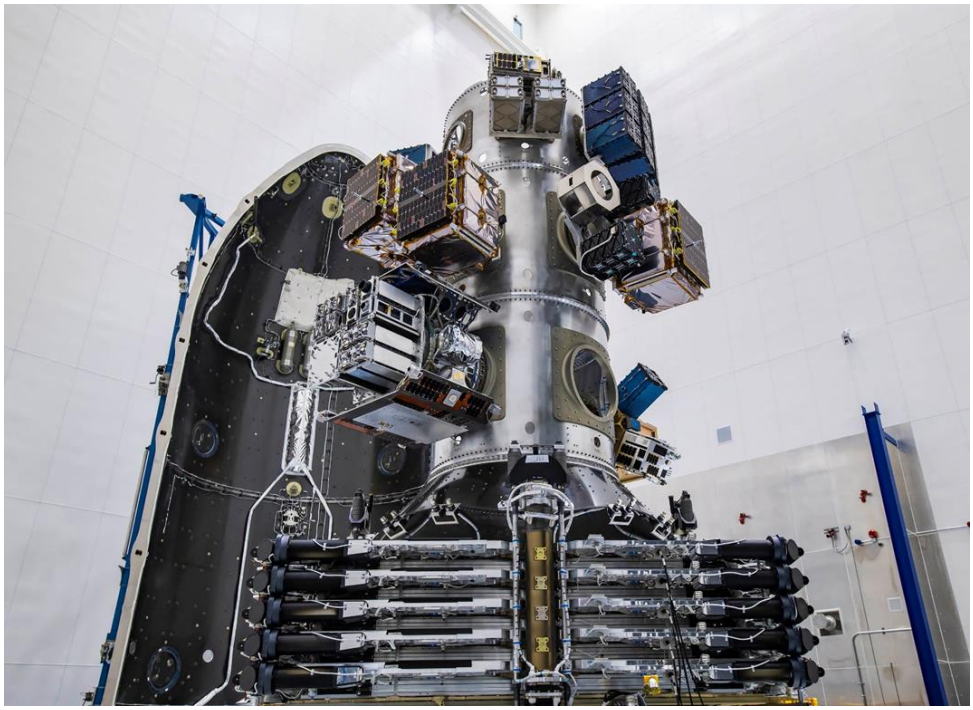

Figure 2: SpaceX offers regular launch opportunities, including three dedicated Rideshare SSO missions per year. As of this writing, SpaceX has successfully deployed all spacecraft manifested on its Rideshare missions

Reliability

SpaceX offers a low-risk launch service certified for human spaceflight and leverages hardware and software successfully proven in flight on more than 120 missions to date. Furthermore, SpaceX has completed over 90 consecutive Falcon 9 missions since the start of 2017 with no mission assurance incidents and 100% mission success.

Figure 3: SpaceX has a crew-rated vehicle, which provides safety and reliability to rideshare launches (shown: Crew-2 mission on Falcon 9)

We continuously increase and mature the reliability features of the Falcon 9 with block upgrades while maintaining vehicle certification by the United States Space Force and the National Aeronautics and Space Administration (NASA). These certifications require strict adherence to specified safety factors and protocols, ensuring SpaceX is capable of launching payloads critical to national security and the safe launch and return of NASA astronauts (Figure 3). Because we use the same assembly lines and facilities in support of all customers, these standards benefit the full spectrum of SpaceX customers and allow for continuous monitoring and maintenance of its quality management system. This ensures that our underlying processes are validated, procedures remain up to date, and that our personnel remain highly proficient, all of which enables SpaceX to produce consistently reliable products.

Falcon 9 is designed to successfully complete its primary mission even if two of its nine first-stage engines lose functionality. Furthermore, Falcon 9 is the only launch vehicle in the world that carries excess propellant for reusability. This excess propellant is automatically used for the primary mission in the event of off-nominal launcher performance, thereby providing customers with additional risk mitigation. We have taken great care to ensure this offers the maximum benefit to our customer payloads.

Launch Flexibility

With reusable launch vehicles, streamlined production processes, and the capability to launch SSO low Earth orbit (LEO), Mid-Inclination LEO, and missions beyond LEO from multiple launch sites, SpaceX offers a highly competitive and flexible launch services solution for any mission.

SpaceX launch vehicles use common hardware, and therefore does not need to assign hardware to specific missions until the later stages of production. This approach gives added schedule flexibility should delays occur for either our manifest or any customer spacecraft, as hardware can simply be exchanged along the production line to match customer readiness. As a privately held, US-based company, SpaceX is much less likely to be impacted by political instability than foreign government-owned launch companies. Further, as a vertically integrated manufacturer, SpaceX is not dependent on non-domestic suppliers for any key parts or components, minimizing the potential impact of geopolitical events on mission execution.

Unlike other launch providers with expendable vehicles, SpaceX's reusability model provides great capacity for flexibility and reliability. With Falcon 9, we have established extensive flight heritage with hardware designed, built, and qualified for multiple flights. As such, we have hardware in stock and available to meet customer needs, providing a significant advantage over our competitors.

Schedule Assurance

With multiple operational launch sites capable of supporting simultaneous launch campaigns, a steady production cadence, and a mature approach to mission integration, SpaceX can readily meet its launch manifest commitments and provide customers with schedule assurance for their missions (Figure 4). We have considerable control over our production and launch schedule, and our successful efforts with launch vehicle reusability have enabled unique production efficiencies. This flexibility minimizes risk of substantial launch delays due to weather because alternative, redundant launch sites are available.

SpaceX manufactures the majority of its launch vehicles in-house, providing unprecedented process control and mission assurance. Our internal capabilities (Figure 5) also provide prompt access to SpaceX resources should an unforeseen issue arise with any mission. Through over 120 Falcon 9 launches, SpaceX has successfully launched missions in a variety of orbits from both the East Coast and the West Coast of the US.

Figure 4: Space Launch Complex 40 (SLC-40) (left), Launch Complex 39A (LC-39A) (right) on the East Coast and SLC-4 at Vandenberg Space Force Base (VSFB) on the West Coast can readily accommodate integration

Figure 5: At its headquarters in Hawthorne, California, SpaceX has substantial manufacturing capabilities that enable the company to manufacture the majority of its vehicles in-house

Launch Experience

Falcon 9 missions have completed a host of missions for US Government customers, including NASA, the United States Air Force, the United States Space Force, Space Development Agency, Defense Advanced Research Projects Agency, the National Oceanic and Atmospheric Administration, and the National Reconnaissance Office. We understand how to work on high-priority missions with low tolerance for risk. SpaceX appreciates and respects the unique challenges associated with offering launch services for US Government customers.

SpaceX looks forward to the opportunity to work with customers by providing the best overall value of any launch provider. With a proven launch vehicle, extensive experience, and a high success rate, SpaceX offers a technically compliant, cost-effective solution for delivering the spacecraft to its intended orbit on schedule.

PRICE LIST

The SpaceX mission management team assigned to each payload will be the same team managing the rideshare payload from integration through launch. This allows for greater efficiency throughout the mission integration process, from schedule maintenance (one schedule can be produced for both primary and rideshare payloads), launch vehicle coordination and launch vehicle integration. Furthermore, SpaceX owns and operates multiple payload processing facilities, and will provide sufficient floor space for rideshare payloads without additional concerns of schedule constraints or competing clean room access needs.

This vertically integrated model results in the ESPA integration services cost to be driven by the number of payloads supported and additional analysis design cycles, as well as the required hardware procurement. As a result, SpaceX's rough order-of-magnitude (ROM) cost estimate for ESPA integrated flight system services is captured per port with additional costs based on mission requirements (Table 2).

Table 2: SpaceX can provide cost-effective and efficient rideshare mission integration services

Service	Price
Baseline launch service 15" port up to 200kg	$1,000,000
Baseline launch service 24" port up to 300kg	$1,500,000
Additional mass above baseline before L-9	$5,000/kg
Adapter to 8", 11.732", 13:, or 18.25" interface	$15,000
8" separation ring	$230,000
11.732" separation ring	$250,000
15" separation ring	$280,000
24" separation ring	$430,000
Support for Customer fueling operations	$35,000
Security / Classified Support	$1,500,000
Additional mass above baseline after L-9 mo	$10,000/kg

Procurement of the payload processing facility and spacecraft fueling are subject to additional costs that are dependent on mission requirements (e.g., cleanliness requirements and types of fuel).

If multiple identical spacecraft are being integrated for a single customer, SpaceX can evaluate opportunities for integration cost savings.